

Message Text

UNCLASSIFIED

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43

ACTION COME-00

INFO OCT-01 EUR-12 ISO-00 EB-07 RSC-01 /021 W

----- 105673

R 061222Z DEC 74

FM AMEMBASSY LISBON

TO SECSTATE WASHDC 193

UNCLAS LISBON 5370

PASS COMMERCE FOR BIC/MEPD

PASS MR CARLSON, CHICAGO BRIDGE & IRON CO,
MARINE OPERATIONS, OAK BROOK, ILL. 60521

E.O. 11652: N/A

TAGS: BEXP PO

SUBJ: MAJOR EXPORT PRODUCTS PROGRAM - SINES OIL TERMINAL

REF: LISBON 4779

1. ON NOV 26 THE SINES AREA PLANNING CABINET (GAS) ANNOUNCED THAT THE TWO BIDS HAD BEEN LEGALLY ACCEPTED (PARA 3 OF REFTEL) AND THEN PROCEEDED TO THEIR OPENING AND ANALYSIS.

2. GROUP COMPROMISED OF MANNESMAN EXPORT AG - CONSTRUTORA MODERNA - COMPANHIA UNIAO FABRIL (CUF) SARL PRESENTED FOUR PROPOSALS RANGING FROM ABOUT \$76 MILLION TO \$136 MILLION (US\$1 - 25\$00). COST DIFFERENTIAL BETWEEN FOUR PROPOSALS WAS DUE TO TECHNICAL, FINANCIAL AND COMMERCIAL CONSIDERATIONS.

3. SPIE-BATIGNOLLES GROUP PRESENTED TWO PROPOSALS. ONE IS FOR APPROXIMATELY \$24.8 MILLION PLUS THE EQUIVALENT OF \$75 MILLION IN FRENCH FRANCS (TOTAL \$99.8) AND THE OTHER \$23.2 MILLION PLUS THE EQUIVALENT OF \$75 MILLION IN FRENCH FRANCS (TOTAL \$98.2).

4. GAS DECIDED CONDITIONALLY TO ACCEPT SPIE'S GROUP BID PENDING LEGAL DECISION WHICH NECESSARY BECAUSE ITS UNCLASSIFIED

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PROPOSALS WERE PRESENTED IN TWO CURRENCIES AND ALSO

OTHER BIDDING REGULATIONS NOT ENTIRELY FULFILLED.

5. PRESS SPECULATES, HOWEVER, THAT BID WILL AUTOMATICALLY
BE AWARDED TO MANNESMANN GROUP. NEVERTHELESS ITS REPRESENTATIVES
ANNOUNCED THAT THEY WILL APPEAL CONDITIONAL ACCEPTANCE
OF SPIE'S BID.
SCOTT

NOTE BY OC/T: NOT PASSED OAK BROOK, ILL.

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Disposition Event:
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